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July 1, 2014

Invitation for Bid 14-167
Energy Efficiency Audits, Retrofits, and Upgrades for the Power Saver Retrofits Program
Addendum #1

This addendum contains revisions, clarifications, and information pertinent to the Invitation for Bid (IFB) for the referenced project and shall supplement, amend, and become part of the IFB for the title project and contract. All bids shall be based on this Addendum, in accordance with the IFB documents.

Acknowledgment of this addendum shall be submitted with the bid, including addendum number and date. Failure to acknowledge addenda may subject the contractor to disqualification.

Proposals shall be received until 2:00 PM local time, July 10, 2014.

Questions:

1. **Question**: Will Frederick County and the Office of Sustainability and Environmental Resources (OSER) obtain (or require) the participating homeowners to sign the Potomac Edison Terms and Conditions Sheet as well as the release of consumption data sheet **as part of the application approval process**? (The PE terms and conditions sheet allows the contractor to bill PE for the audit fee, as well as base load measures installed at audit. The consumption data release allows PE to provide the customer's electric consumption over the prior two years for the auditors to use in the energy model.)

   Answer: No, OSER will not require signature on these forms/sheets as part of the Power Saver Retrofit application and approval process. These forms will be signed as part of the normal process of a Home Performance with Energy Star audit. The Contractor will present these forms to the homeowner for signature as they normally would when the Contractor comes to the home to perform the audit. OSER will include a statement in the Homeowner Agreement that Potomac Edison customers are required to sign the Potomac Edison Terms and Conditions Sheet and the Release of Consumption data sheet as part of the audit process.

2. **Question**: Will Frederick County and the OSER notify participating homeowners that the auditor will provide a prioritized list of measures, and that the client is expected to follow the prioritized list, as opposed to selecting available items from a list of approved measures? (in some programs, when clients learn that appliance replacement is an option, they will only allow new appliances to be provided, while ignoring possible measures which could provide better returns on energy savings or comfort.)

   Answer: As part of the Homeowner Agreement, OSER will include a statement that says the auditor will provide a prioritized list of measures for maximum energy savings and that the client agrees to follow the prioritized list and does not have the option of selecting available items from a list of approved measures.

3. **Question**: The bid says that the 70 homes have not been selected yet. With a tentative start date of August 15th, what plans are being made to get the 70 homes signed up. Is there any contingency if all of the homes are not available on August 15th?

   Answer: More than 91 households have expressed interest in the program as of 6/26/2014. Applications will be made available to these and other households starting in mid-July. Promotion to the general public will also begin in mid-late July and will include a newspaper advertisement, Public Service Announcements, radio interviews, and newsletter articles. We feel confident that we will have approved at least 69 applications and have a waiting list by August 15 or by the end of August.

4. **Question**: What is the on-line tracking software that will be used to track project progress?

   Answer: We are investigating tracking software. We are likely to use Google Drive (formerly Google Docs) and keep tracking simple through Excel-like spreadsheets.

5. **Question**: Are Energy Savings numbers used for reports going to be pulled from Potomac Edison's Compass/Surveyor building modeling system to establish eligibility of '10 year' simple payback period?

   Answer: Yes, to establish eligibility of "10 year simple payback" per house, for all proposed projects in the customer contract, the Contractor should use energy savings number generated from Potomac Edison's Green Energy Compass building modeling system. A Honeywell representative will present a review of this process during the Contractor Training for PSR.

6. **Question**: Page 17 – Cost Effective Energy Efficiency Retrofits and Replacements - The bid says that all recommendations must meet a simple payback requirement of 10 years, and that this calculation much be included in the project contract. To clarify, the payback will be calculated based off of the total cost of all recommended items divided by the total annual savings of all recommended items and it will not be calculated on a per item basis, correct?

   Answer: Yes. The payback will be calculated on a per house basis, based off of the aggregated cost of all recommended items that are included in the customer's contract divided by the aggregated expected annual savings of all contracted items. Payback should not be calculated on a per item basis.

7. **Question**: Page 18, third bullet - "HVAC replacements must..." what is the rest of the line supposed to say?

   Answer: This bullet should read "HVAC replacements must be approved by the PSR Coordinator prior to being included in the final PSR customer contract."

8. **Question**: Page 19 – The first paragraph explains that any projects over the $5000 or $8000 grant limit must be contracted for completely separately with the homeowner. So in the situation that there are six (6) $1000 projects and none of them are HVAC, the homeowner could contract separately with the contractor for one of the projects, correct?

   Answer: Yes, we have received clarification from the Maryland Energy Administration on the per-home funding caps for the PSR program.

   - First, a homeowner cannot be charged to enroll in or participate in the PSR program. That is not a concern.
   - Second, in exceptional cases, if there are projects that the customer wants implemented that exceed the $5,000 or $8,000 limit, these can be contracted with the homeowner completely separately from the PSR program, but at the same time the PSR contract is drawn up. The homeowner must understand that they will be responsible for payment.
   - In these exceptional cases, if the additional projects paid for by the customer are substantial and completely separate from the work contracted for the PSR program, such additional projects should be implemented after the PSR program concludes and all Contractor obligations to the PSR program have been met.

9. **Question**: As an example, if the homeowner did air sealing/duct sealing/insulation work costing $2000 and then wanted to do an HVAC replacement that cost $6500 how would this work? The total amount would then be $8500, in theory the homeowner could pay the $500 difference (but this is not allowed per the previous question). Since, in general, an HVAC replacement is a single line item it would be difficult to break out $500 into a separate contract. Another option would be to contract directly with the homeowner for some of the air sealing/insulation/duct sealing work and have the grant only fund the $6500 HVAC replacement, but then technically grant funds would be used towards HVAC work before being used for the prerequisite air sealing/duct sealing/insulation work. I ask this question because I believe that to meet the intent of the program which is to fund the most cost effective projects first, it will be difficult to also take advantage of the HVAC replacement funds without allowing the homeowner to pay a portion of the cost. Typical HVAC replacements typically have fairly large price tags, $5000 or $6000 for an AC or Furnace replacement or $8000 for both or as high as $10000 for a boiler. These prices can be even higher since the program requires all ENERGY STAR certified HVAC equipment which can have a material cost difference of $1000 to $2000 over standard non-ENERGY STAR models. Under the current set up, the only time that I can see being able to install a replacement AC or Furnace would be for standalone units (only an AC or Furnace, where in practice they should be replaced as a pair when they utilize the same duct system) AND also when only a small amount of air sealing/insulation/duct sealing is performed in advance of the replacement. If at all possible, the easiest way to solve this issue would be to allow homeowners to co-pay the difference in HVAC replacement cost if that was possible through the grant.

   Answer:

   - First, according to Maryland Energy Administration (MEA) Project Coordinator, Alec Fields, MEA funds multiple projects across Maryland that install Energy Star HVAC units for less than $8,000. He indicated that Contractors should be able to install systems for less than the $8,000 cap.
   - Second, per the clarification from the Maryland Energy Administration in Item 8 above, in exceptional cases, if there are prioritized energy efficiency improvements and HVAC replacements that the customer wants installed that exceed the $8,000 limit, the portion that exceeds $8,000 can be contracted with the homeowner separately from the PSR program, and at the same time the PSR contract is drawn up. The homeowner must understand that they will be responsible for payment to the PSR Contractor. In these exceptional cases, if additional projects paid for by the customer are substantial and completely separate from the work contracted for the PSR program, such additional projects should be implemented after the PSR program concludes and all Contractor obligations to the PSR program have been met.
   - Third, the eligible energy efficiency measures include heat pump replacements and furnace replacements. If there exceptional cases, such as a home that needs a boiler replaced, special requests for approval can be submitted to the Maryland Energy Administration through the PSR Coordinator.

10. **Question**: Just to clarify, the $100 for the audit will be invoiced directly to the PSR Program?

    Answer: Yes, for Potomac Edison customers, the $100 audit fee will be invoiced to the PSR program. For Thurmont customers, the Contractor's price for an equivalent "Home Performance with Energy Star" audit will also be invoiced to the PSR program.

11. **Question**: Programmable Thermostats are listed as a Direct Install on Page 25. Is this incorrect, since that is part of the demand saving program through Potomac Edison and not the Home Performance one.

    Answer: The text will be amended to make it clear that Programmable Thermostats are separate from the Home Performance with Energy Star Direct Installs.

12. **Question**: Page 28 – In bullet 3 of "Unconditioned Attic" section – there is a line that reads (Not Using $1600 Power Saver Retrofits Funds or $400 homeowner Contributions) – Is this copy paste type? This also appears on page 30 under the Attic Access and Weather-stripping section.

    Answer: These are remnants from an earlier version of a PSR bid and will be corrected.

13. **Question**: Page 30 says that crawlspace floors must be covered with 4 mil poly. This doesn't meet building code. It is supposed to be 6mil. Will this be corrected?

    Answer: Yes, the text will be corrected to specify "6mil".

14. **Question**: Page 45 – Where is foot note 1 for Pre-Combustion Testing and Pre-Duct Testing and CFL Light Bulb Replacement?

    Answer: The text will be amended to include the content of the intended footnote; specifically, "(if not included as part of a Home Performance with Energy Star audit direct install; e.g. Thurmont Customers)" for Pre-Combustion Testing and Pre-Duct Testing and CFL Light Bulb Replacement.

15. **Question**: Page 51 – Where is foot note 2 for Programmable Thermostat Install?

    Answer: The Eligible Project, Programmable Thermostat Install, will be amended to include the intended footnote's contract, specifically, "(if not included as part of an HVAC replacement)."

16. **Question**: Page 52 – Where is foot note 1 for Pre-Duct testing?

    Answer: This line item, Pre-Duct Testing, will be removed entirely.

17. **Question**: Page 47, Items 27 thru 32, we need to include an ignition barrier on the foam, do you want us to add to each line or add a separate line item for the ignition barrier?

    Answer: No, do not include an ignition barrier in for these open-cell spray foam items. A separate item will be added for ignition barrier pricing for relevant applications per the building code.

18. **Question**: Line 36, is this R-19?

    Answer: Yes, a specification for R-19 will be added to the line item "Fiberglass Gatt and Roll or Blanket Ceiling Insulation:.

19. **Question**: Line 38, what thickness is this foam?

    Answer: This item will be revised to specify "Closed-Cell Spray Foam with a Minimum R-value of R-19 (with no ignition barrier)."

20. **Question**: Page 48, can you specify a tonnage for the heat pump and a BTU for the furnace?

    Answer: The unit pricing table will be modified to specify house parameters for the heat pump and furnace.

21. **Question**: On Attachment 3A where we have to break out the measures into Materials and Labor, is it ok to just put in a total price?

    Answer: No.

Revisions:

1. Document C, Page 18, Paragraph 18.3, Procedures for Contractor, 4th Bullet, HVAC Assessment or Tune-Up, Add the following sub-bullet:

    - HVAC replacements must be approved by the PSR Coordinator prior to being included in the final PSR customer contract.

2. Document C, Page 18, Paragraph 18.3, Procedures for Contractor, 7th Bullet, Project Contract, Revise the 3rd sub-bullet to read:

    - Total all costs; totals charged to the PSR program must fall under the $5,000 or $8,000 limits.
        - If there are projects that the customer wants implemented that exceed the $5,000 or $8,000 limit, these can be contracted with the homeowner completely separately from the PSR program, but at the same time the PSR contract is drawn up. The homeowner must understand that they will be responsible for payment.
        - In these exceptional cases, if the additional projects paid for by the customer are substantial and completely separate from the work contracted for the PSR program, such additional projects should be implemented after the PSR program concludes and all Contractor obligations to the PSR program have been met.

3. Document C, Page 21, Paragraph 18.4, Eligible Projects and Specifications, 2nd Paragraph, Add the following bullet:

    - Other HVAC replacements
    - If a house needs an HVAC upgrade that is not either a furnace or heat pump (such as a boiler upgrade), the Contractor can submit a special request to the PSR Coordination who will attempt to get approval for the upgrade from the Maryland Energy Administration. There is no guarantee that approval will be granted.

4. Document C, Page 25, Paragraph 18.6, Energy Efficient Devices and Retrofits, Revise 1st Paragraph to read:

    Energy Saving Devices: Installation of the following energy saving devices. A certain number of the first three (3) devices listed below are subsidized by the Potomac Edison HPwES Program; for example, low-flow bathroom faucet aerators (2), kitchen faucet aerators (1), flow-flow showerheads (2), and compact fluorescent light bulbs (12). If more of these devices are needed than are subsidized by the HPwES program, additional installations may be charged to the PSR program The Contractor should assess which light and water fixtures in the home are used most and prioritize them for replacement.

5. Document C, Page 25, Paragraph 18.6, Energy Efficient Devices and Retrofits, 3rd Bullet, Energy Efficient Light Bulbs, Revise 1st sub-bullet to read:

    - CFLs or LEDs, up to a maximum of twelve (12) CFLs or LEDs per home above the allowable HPwES limit of twelve (12) CFLs.

6. Document C, Page 25, Paragraph 18.6, Energy Efficient Devices and Retrofits, 4th Bullet, Revise title to read: "Programmable Thermostat Installation (if not included as part of an HVAC upgrade):"

7. Document C, Page 28, Paragraph 18.6, Energy Efficient Devices and Retrofits, Sub-Paragraph 5, Attic Insulation, 3rd Bullet Under "In the case of an unconditioned attic:", Revise to read:

    - Barriers must be provided around recessed light fixtures, junction boxes, chimneys and flues, and door bell transformers. When a sound chimney with a flue line exists, an unfaced batt of insulation should be placed as a barrier around the chimney to prevent cellulose insulation from falling into the cavity and making contact with the chimney. If the condition of the chimney is in question or if no flue line exists, the chimney should be repaired and a barrier should be provided allowing a minimum three (3) inch dead air space around the chimney. Modifications costing up to $1,000 may be made as part of the $1,000 Incidental Repair Limit.

8. Document C, Page 31, Paragraph 18.6, Energy Efficient Devices and Retrofits, Sub-Paragraph 8, Attic Access Weather-Stripping and Insulation, 1st Indented Paragraph, Revise to read:

   "If the Contractor determines an attic access must be added in order to perform needed attic retrofits, modifications costing up to $1,000 may be made as part of the $1,000 Incidental Repair Limit."

9. Attachment 3A – Unit Pricing, Pages 45 – 51, Delete in their entirety and replace with the attached Revised Attachment 3A – Unit Pricing, Pages 45 – 51.

10. Attachment 3B – Base Bid Pricing, Pages 52 – 55, Delete in their entirety and replace with the attached Revised Attachment 3B – Base Bid Pricing, Pages 51 – 55.

Attachments:

1. Revised Attachment 3A – Unit Pricing, Pages 45 – 51.
2. Revised Attachment 3B – Base Bid Pricing, Pages 52 – 55.

Except as noted herein, all terms and conditions of the document referenced, as heretofore changed, remain unchanged and in full force and effect.

Patricia M. Guise
Team Leader

ATTACHMENT 3A – UNIT PPRICING

Contractor's proposal must include a detailed price listing using the table below and shall guarantee the pricing through the contract term ending no later than December 31, 2014. The Materials Price below should include only material costs. The Labor Price below should include time and staff required to complete tasks, overhad, adminstrative costs, profit and other labor-related costs. The Total Unit Price is a sum of the Materials Price and Labor Price per item listed.

Contractor should bid on all eligible projects. If Contractor does not offer a particular Eligible Project, such as a particular insulation product or duct sealing method, leave that row blank and provide explanation. Provide explanatory comments as needed.

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
1	Potomac Edison Home Performance with Energy Star (HPwES) Audit (normal homeowner cost share)	N/A	N/A	$100	(cost/unit)
2	Unsubsidized HPwES Audit for non-Potomac Edison customer (i.e., City of Thurmont residents)				(cost/unit)
3	Pre-Combustion Testing (if not included as part of a Potomac Edison HPwES audit)				(cost/unit)
4	Duct Testing (if needed)				(cost/unit)
5	Health and Safety Repair work if needed prior to air sealing and installation (labor cost per hour)	N/A			(cost/unit)
	Lighting				
6	CFL Light Bulb Replacement: 60w Incandescent to 13w CFL (is not included as part of a Potomac Edison HPwES Audit)				(cost/unit)
7	LED Light Bulb Replacement: 60w Incandescent to 11w A-19 LED)				(cost/unit)
8	Lamp T12 Fluorescent Replacement to T8 or T5 Fluorescent in 4 lamp 4 ft Trouffer				(cost/unit)
9	T12/T8/T5 Fluorescent to LED in 4 lamp 4 ft Trouffer				(cost/unit)
	Water Related				
10	Low-flow Bathroom Faucet Aerator Installation (if number exceeds allowable with HpwES Audit – 2)				(cost/unit)
11	Low-flow Kitchen Faucet Aerator Installation (if number exceeds allowable with HPwES Audit – 1)				(cost/unit)
12	Low-flow Showerhead Installation (if number exceeds allowable with HPwES Audit – 2)				(cost/unit)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Water Related (continued)				
13	Hot Water Heater Wrap Installation – R11				(cost/unit)
14	Hot Water Pipe Insulation (if amount exceeds allowable with HPwES Audit)				(cost/linear ft)
	Air Sealing				
15	Caulking and Weatherstripping of Windows (unit based on square footage of window itself)				(cost/sf)
16	Caulking and Weatherstripping of Doors (unit based on square footage of door itself)				(cost/sf)
17	Attic Air Sealing (includes sealing of all top plates where accessible, electrical/mechanical penetrations, flue penetrations, and major air bypasses as per standard attic bypasses as described by BPI)				(cost/sf)
18	Air sealing of Air Tight Recessed Light Enclosures				(cost/unit)
19	Basement – Band Joist Air Sealing and insulation. Specify Method:_____ _____				(cost/sf)
20	Air Sealing of Closed Crawlspace				(cost/sf)
21	Air Sealing of Vented Crawlspace				(cost/sf)
	Attic Insulation				
22	Attic Access Waterstripping and Insulation				(cost/unit)
23	Loose-fill Cellulose – R19				(cost/sf)
24	Loose-fill Cellulose – R30				(cost/sf)
25	Loose-fill Cellulose – R49				(cost/sf)
26	Loose-fill Fiberglass – R19				(cost/sf)
27	Loose-fill Fiberglass – R30				(cost/sf)
28	Loose-fill Fiberglass – R49				(cost/sf)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Attic Insulation (continued)				
29	Batt and Roll – R19				(cost/sf)
30	Batt and Roll – R30				(cost/sf)
31	Open-cell Spray Foam – 3.5"				(cost/sf)
32	Open-cell Spray Foam – 5.5"				(cost/sf)
33	Open-cell Spray Foam – 8.5"				(cost/sf)
34	Closed-cell Spray Foam – 2"				(cost/sf)
35	Closed-cell Spray Foam – 3"				(cost/sf)
36	Closed-cell Spray Foam – 4"				(cost/sf)
37	Ignition Barrier closed-cell spray foam for relevant applications in habitable spaces per building code (nor attic or crawlspace)				(cost/sf)
38	Flash and Batt – R13				(cost/sf)
39	Foam board, 1/2"				(cost/sf)
40	Foam board, 2"				(cost/sf)
	Basement/Crawlspace Insulation				
41	Fiberglass Batt and Roll or Blanket Ceiling Insulation – R19				(cost/sf)
42	R11 Fiberglass Wrap Wall Insulation				(cost/sf)
43	Closed-cell Spray Foam (minimum R19; no ignition barrier)				(cost/sf)
44	Foam Board – R13				(cost/sf)
45	Basement/Crawlspace Access Weatherstipping and Insulation				(cost/unit)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Duct Work				
46	Duct Sealing – Using Mastic				(cost/sf)
47	Duct Sealing – Using Aerosol Duct Sealing If Applicable (e.g., Aeroseal)				(cost/system)
48	Duct Insulation				(cost/sf)
	HVAC				
49	HVAC Tune-Up including filter replacement (cannot exceed $250 per unit)				(cost/unit)
50	Turn-Key Installation of 8+ HSPF and 14+ SEER rated Heat Pump. Specify brand, model, HSPF/SEER ratings, and output capacity (BTUh) (assume 2,400 sq. ft. 2-story home with 8 ft. walls). Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)
51	Turn-Key Replacement of Furnace with 95+% AFUE Furnace with ECM and programmable thermostat wired for fan-on option. Specify brand, model, AFUE rating, capacity (MBtu/hr) (assume 2,500 sq. ft. 2-story home with 8 ft. walls). Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Devices and Appliances				
52	Turn-Key Installation of a 2.75+ Energy Factor (EF) Energy Star® Heat Pump Water Heater (50 gal). Specify brand, model, energy use (kWh/yr), and EF. Attach comments or specs as needed.				(cost/unit)
53	Turn-Key Installation of a 2.2+ Energy Factor (EF) Energy Star® Heat Pump Water Heater (80 gal). Specify brand, model, energy use (kWh/yr), and EF. Attach comments or specs as needed.				(cost/unit)
54	Turn-Key Installation of a 67%+ Energy Factor (EF) Power-Vented Energy Star® Natural Gas Water Heater (50 gal). Specify brand, model, therms/year, and energy factor. Attach comments or specs as needed.				(cost/unit)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Devices and Appliances (continued)				
55	Turn-Key Installation of Window A/C Unit. Specify brand, model, cooling capacity (BTU/hr), and EER rating. Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)
56	Turn-Key Installation of Energy Star® Clothes Washer – Front Load (3.5 – 4 cu. ft.). Specify brand, model, annual energy use (kWh/yr), and water use (gal/yr). Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)
57	Turn-Key Installation of a Energy Star® Clothes Washer – Top Load (3.5 – 4 cu. ft.). Specify brand, model, annual energy use (kWh/yr), and water use (gal/yr). Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)

Item #	Eligible Project	Materials Price	Labor Price	Total Unit Price	Unit
	Devices and Appliances (continued)				
58	Turn-Key Installation of Energy Star® Dishwasher. Specify brand, model, annual energy use (kWh/yr), and water user (gal/yr). Attach comments or specs as needed. _____ _____ _____ _____				(cost/unit)
59	Programmable Thermostat Installation (if not included as part of an HVAC upgrade)				(cost/unit)
60	Carbon Monoxide Detector Installation				(cost/unit)
	Test Outs				
61	Test Out: Post Combustion Testing				(cost/unit)
62	Test Out: Post Duct Testing				(cost/unit)
63	Test Out: Post Blower Door Test				(cost/unit)

ATTACHMENT 3B – BASE BID PRICING

Base Bids: Energy Audits and Energy Efficiency Retrofits
The lowest bid price for **Energy Audits and Energy Efficiency Retrofit** will be determined based on the estimates detailed below. The work under this contract is to perform home energy audits and energy efficiency retrofits in approximately 70 Frederick County homes. If qualifying proposals are received, two or more contracts will be awarded and Contractors will each be assigned a portion of the homes on a rotating basis. Estimates below should be for a single Contractor's work on 70 homes and specified estimates of total number of projects to be completed; in actuality, it is likely that work will be distributed to more than one Contractor. Actual work performed by selected Contractors will differ from these estimates.

Costs should be based on

- 70 two-story, single-family homes
- Each has a footprint of 25' x 40' for a total of 1,000 sq. ft.
- Each has 2,500 sq. ft. of conditioned space
- Homes built between 1950 – 1985
- Attics with insufficient insulation
- Unfinished conditioned basements with cement floors
- Electric hot water heaters in basements
- Basement HVAC systems with duct work
- Assume all of the tasks below are needed in each home unless specified differently under "Quantity"

Item #	Eligible Project	Estimated Quantity	Unit Price	Extended Price
1	Potomac Edison Home Performance with Energy Star Audit (normal homeowner cost-share)	65	$100.00	$7,000.00
2	Home Performance with Energy Star Audit (for non-Potomac Edison customers; i.e., Thurmont residents)	5		
3	Pre-Combustion Testing (required element of Home Performance with Energy Star Audit)	70	$0.00	$0.00
	Lighting			
4	CFL Light Bulb Replacement: 60w Incandescent to 13w CFL. Assume 7 more per home than provided by HPwES audit.	490		
5	LED Light Bulb Replacement: 60w Incandescent to 11w A-19 LED. Assume 5 per home.	350		
6	Lamp T12 Fluorescent Replacement to T8 or T5 Fluorescent in 4 lamp 4 ft Trouffer; assume one per home in 35 homes	35		
7	T12/T8/T5 Fluorescent to LED in 4 lamp 4 ft Trouffer; assume one per home in 35 homes	35		
	Water Related			
8	Hot Water Pipe Insulation – 10 ft more than the 12 ft of pipe insulation that is required with HPwES audit	700 Ft.		

Item #	Eligible Project	Estimated Quantity	Unit Price	Extended Price
	Air Sealing			
9	Caulking and Weatherstripping of Windows. Assume 20 windows per home, each 15 sf, for total per home of 300 sf.	21,000 sf		
10	Caulking and Weatherstripping of Doors. Assume each home has 2 doors with each being 20 sf (6 ft-8 in x 3 ft) for a total of 40 sq per home, or 2,800 for 70 homes.	2,800 sf		
11	Attic Air Sealing (includes sealing all top plates, electrical/mechanical penetrations, flue penetrations, and major air bypasses as per standard attic bypasses as described by BPI). Assume 1,000 sf in attic per home.	70,000 sf		
12	Air Sealing of Air Tight Recessed Light Enclosures	70		
13	Basement – Band Joist Air Sealing and insulation. Assume 50 sf per home. Specify Method:_____	9,100 sf		
	Attic Insulation			
14	Attic Access Weatherstriping and Insulation (assume scuttle home access)	70		
15	Loose-fill Fiberglass – R30 – in 40 homes; 1,000 sf per home	40,000 sf		
16	Loose-fill Fiberglass – R30 – in 20 homrs; 1,000 sf per home	20,000 sf		
17	One-cell Spray Foam – 5.5" in 10 homes; 1,000 sf per home	10,000 sf		
	Basement Insulation			
18	R11 Fiberglass Wrap Wall Insulation. Assume 8 ft. walls so the total area to be insulated is (25 + 40 + 25 + 40) * 8 = 1,040 sf per home or 72,800 sf for 70 homes	72,800 sf		
	Duct Work			
19	Duct Sealing – Using Mastic; Assume total surface area of all ductwork is 1,000 sf per home and that only 25% is accessible for sealing for total of 250 sf per home for 50 homes	12,500 sf		
20	Duct Sealing – Using Aerosol duct sealing if applicable (e.g., Aeroseal). Assume one system/zone per home for 20 homes.	20		
21	Duct Insulation; Assume total surface area of all ductwork is 1,000 sf per home and that only 25% is accessible for insulation for total of 250 sq per home for 70 homes.	17,500 sf		

Item #	Eligible Project	Estimated Quantity	Unit Price	Extended Price
	HVAC Tune-Ups and Upgrades			
22	HVAC Tune-Up Service (including filter replacement).	40		
23	Turn-Key Replacement of Heat Pump	10		
24	Turn-Key Replacement of Furnace	10		
	Appliance Upgrades			
25	Turn-Key Installation of Natural Gas Hot Water Heater (50 gal.)	10		
26	Turn-Key Installation of Energy Star® Window A/C Unit	20		
27	Turn-Key Installation of Energy Star® Clothes Washer in 20 Homes	20		
28	Turn-Key Installation of Energy Star® Dishwasher in 10 Homes	10		
29	Programmable Thermostat Installation (not part of turn-key HVAC replacement)	30		
30	Carbon Monoxide Detector Installation	30		
	Test Out			
31	Post Combustion Testing	70		
32	Post Blow Door Test	70		
	Total for Estimated Program Requirements (Sum of Extended Prices for Items 1 through 32 above)		$_____	

THE PERSON COMPLETING THE PRICE PAGE
MUST INITIAL ANY ALTERATIONS IN FIGURES IN INK

COMPANY NAME: _____
PRINT COMPANY NAME

REPRESENTATIVE'S NAME: _____
PRINT REPRESENTATIVE'S NAME

REPRESENTATIVE'S TITLE: _____
PRINT REPRESENTATIVE'S TITLE

TELEPHONE NUMBER: _____
PRINT REPRESENTATIVE'S TELEPHONE NUMBER

EMAIL ADDRESS: _____
PRINT REPRESENTATIVE'S EMAIL ADDRESS